Alexander Wolfe

400 Inspecteur, Montreal , H3C 4A8 | 514 222 4237 | alexwolfe43@gmail.com

**Profile**

· An accomplished business leader with experience in management, sales, and marketing. Record of success in developing campaigns, strategies, and solutions that have generated 6 figure revenue growth. Skilled strategist and negotiator, recognized for ability to build relationships with key stakeholders and close deals in heavily competitive markets.

page1image116402304

**Demonstrated Strengths**

Sales / Market Growth Team Development Contract Negotiation

**Experience**

Budget Management Strategic Planning Profit Generation

Multi-level Communication Operation Start Up Bilingual (French)

**New City Gas | Manager |2014- 2018**

·

**OPERATIONS CONTROL MANAGER | AIR CANADA | 2014**

* ·  Assume primary responsibility for the safe and efficient operation of the airport’s operational ,maintenance ,security, and emergency response
* ·  Anticipate,identifyandresolveserviceandoperationalproblemswitharesults-orientedapproach
* ·  Coordinate programs,communications,andpersonneltoassureairportcompliancewithestablishedrequirement
* ·  Advocate theimportance of efficiency across the organization as a means of advancing business grow such as customer base, transactions, and improved customer experience
* ·  Drive On-Timeperformanceofallairportpersonnel,includingIn-FlightServiceandFlightOperationscrew
* ·  Perform business case analysis and present results to seniormanagement

**SALES REPRESENTATIVE | BVM BREWERY | 2011 - 2014**

* ·  Achieve maximum sales profitability,growth,andaccountpenetrationwithinassignedterritory.
* ·  Successfully signed largest corporate account in company history. Acquired over 100 new clients in first year of employment
* ·  Consistently achieved and exceeded company sales targets. Increasing sales by 30%
* ·  Manage existing accounts,maintainrelationships,andestablishnewcustomerbase
* ·  Write concise and effective customerproposals–preparesalescontracts,pricingstrategies,andpresentation
* ·  Analyze market potential,research prospective customers and potential profit
* ·  Control coordination of shipping and oversee delivery

**PILOT | VOLTIGE PARACHUTING SCHOOL | CONTRACT 2013**

* ·  Operates a 16 passenger Turbine engine Cessna Grand Caravan aircraft
* ·  Diligently perform both before takeoff checklist and before landing checklist to ensure safety and compliance with standard operating procedure
* ·  Maintain accurate log book records

**DIRECTOR OF OPERATIONS & CHIEF PILOT | HIGHER POWER ADVERTISING INC. | 2009 - 2011**

* ·  Exceeded sales objectives by 24%in first fiscal period
* ·  Increased gross profit margins by 17% by restructuring organization through root cause analysis and process management
* ·  Trained,supervised and developed a staff of eleven; ensured optimal performance and compliance with company goals and objectives
* ·  Secured high profile clients, including Virgin Mobile, VirginRadio ,andTuango.ca

**FLIGHT INSTRUCTOR | DURHAM FLIGHT CENTRE | 2007 - 2009**

* ·  Instructed Canadian Military Flight Cadets for private pilot’s license
* ·  Taught all levels of students in NightRating ,Multi Engine Rating ,Instrument Rating, Aerobatics Training, and Recreational, Private, & Commercial Pilot License
* ·  Utilized comprehensive mix of instruction method and assignments to enhance students interest and retention
* ·  Instructed class rooms of 15 to 20students
* ·  Offered tutoring-providingone-on-one attention improving students’ performance

**Education**

**AVIATION DIPLOMA | 2004 | CENTENNIAL COLLEGE**

**Professional Development**

**HYDROGEN SULPHIDE ALIVE TRAINING (HS2-ALIVE) | 2014 PIPELINE CONSTRUCTION SAFETY TRAINING (PCST) |2014 CONSTRUCTION SAFETY TRAINING SYSTEM (CSTS-09) |2014 CANADIAN RED CROSS FIRST AID & CPR AED LEVEL A | 2013 GROUP 1 MULTI-ENGINE IFR RENEWAL LICENCE |2012**

**FAA COMMERCIAL AND INSTRUMENT RATING CERTIFICATE | 2009**

**CLASS III FLIGHT INSTRUCTOR RATING CERTIFICATE | 2008 SEA-PLANE ENDORSEMENT CERTIFICATE | 2007**